

Message Text

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SUBJ: EWTC MARKET RESEARCH PROGRAM

BEWT FOR THOMPSON

REF: A. VIENNA 0226

B. MOSCOW 0525

C. STATE 012515

D. A-9411, NOV. 14, 1973

1. EWTC THANKS MOSCOW FOR HELPFUL SUGGESTION FEFTEL B. MRO
HAS COMPLETED SEPARATE MARKET RESEARCH STUDY DRAFTS ON FOLLOWING
INDUSTRIAL CATEGORIES AS ASSIGNED REF D.

I. POLLUTION CONTROL EQUIPMENT

II. PULP AND PAPER PRODUCTION EQUIPMENT

III. METALLURGY EQUIPMENT AND INSTRUMENTATION

IV. CONSTRUCTION EQUIPMENT

V. MINING AND OIL FIELD EQUIPMENT

VI. FOOD PROCESSING EQUIPMENT

VII. CHEMICAL/PETROCHEMICAL PROCESSING EQUIPMENT AND INSTRUMENTATION

VIII. TELECOMMUNICATIONS EQUIPMENT

IX. OFFICE MACHINERY (INCLUDING COMPUTERS)

X. MACHINE TOOLS FOR METALS

XI. PACKAGING MACHINERY AND EQUIPMENT

XII. MEDICAL EQUIPMENT AND INSTRUMENTATION

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XIII. INDUSTRIAL INSTRUMENTATION (INCLUDING COMPUTERS, AND

SEVERAL SUB-CATEGORIES)

- XIV. AGRICULTURAL MACHINERY AND EQUIPMENT
- XV. MATERIALS HANDLING EQUIPMENT
- XVI. FOREST RESOURCES PRODUCTION EQUIPMENT
- XVIII. ELECTRONIC COMPONENTS AND PRODUCTION EQUIPMENT

2. STUDY DRAFTS ARE IN PROGRESS AND SHOULD BE COMPLETED BY MID-MARCH ON FOLLOWING CATEGORIES:

- XIX. PRINTING AND GRAPHIC ARTS EQUIPMENT
- XX. PLASTICS ARTICLES PRODUCTION EQUIPMENT
- XXI. TEXTILE MACHINERY
- XXII. AUTOMOBILE SERVICE AND MAINTENANCE EQUIPMENT
- XXIII. CATERING AND MERCHANDISING EQUIPMENT

3. EACH STUDY DRAFT INCLUDES RECOMMENDATIONS FOR U.S. PRODUCTS AND TECHNOLOGY WHICH APPEARS TO HAVE HIGHEST MARKET POTENTIAL IN USSR AND MOST EFFECTIVE OFFICIAL EVENTS/ACTIVITIES EXPECTED TO RESULT IN INCREASED U.S. EXPORTS AT LEAST COST.

4. MRO PROPOSES TO DISCUSS THESE STUDIES AND RECOMMENDATIONS IN DETAIL WITH COMMERCIAL OFFICE MOSCOW, AND, IF EMB MOSCOW CONCURS, THEN DISCUSS SUMMARIES OF RECOMMENDATIONS WITH ONE OR MORE SOVIET OFFICIALS FAMILIAR WITH PROGRAMS AND TECHNOLOGY IN EACH PRODUCT CATEGORY TO OBTAIN THEIR OPINION, ADDITIONS OR SUGGESTED CHANGES TO THESE RECOMMENDATIONS. THIS WILL INSURE THAT RECOMMENDATIONS ARE OF TO SOVIET INDUSTRY

5. EWTC ALSO SUGGEST THAT A TECHNICAL OFFICIAL IN ONE OR MORE OF THE SOVIET MINISTRIES RESPONSIBLE FOR EACH PRODUCT CATEGORY WOULD BE BEST CONTACT FOR THIS PURPOSE. THESE INTERVIEWS SHOULD PROBABLY BE PRECEDED BY AN INTERVIEW AT THE SOVIET CHAMBER FOR COMMERCE AND INDUSTRY, MINISTRY OF FOREIGN TRADE AND THE STATE COMMITTEE FOR SCIENCE AND TECHNOLOGY.

6. FOLLOWING IS OUR SUGGESTED LIST OF CONTACTS ARRANGED IN SAME ORDER AS LIST OF STUDIES:

MINISTRY OF:

- I. LAND RECLAMATION AND WATER RESOURCES
 - II. PULP AND PAPER INDUSTRY
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- III. FERROUS AND NON-FERROUS METALLURGY
- IV. CONSTRUCTION
- V. SAME AS III. ABOVE AND GEOLOGY
- VI. FOOD INDUSTRY
- VII. CHEMICAL AND PETROCHEMICAL ENGINEERING
- VIII. COMMUNICATIONS
- IX. INSTRUMENT MAKING, AUTOMATION, AND CONTROL SYSTEMS
- X. MACHINE BUILDING AND MACHINE TOOL MAKING INDUSTRY

XI. SAME AS VI. ABOVE
XII. MEDICAL INDUSTRY
XIII. SAME AS IX. ABOVE
XIV. AGRICULTURE AND TRACTOR AND AGRICULTURAL MACHINE BUILDING
XV. GENERAL MACHINE BUILDING
XVI. TIMBER AND WOOD PROCESSING INDUSTRY
XVII. ELECTRICAL EQUIPMENT INDUSTRY
XVIII. ELECTRONICS INDUSTRY
XIX. STATE COMMITTEE ON AFFAIRS OF PUBLISHING, PRINTING AND
BOOK TRADE
XX. SAME AS VII. ABOVE
XXI. LIGHT INDUSTRY (TEXTILE DIVISION)
XXII. AUTOMOTIVE INDUSTRY
XXIII. DOMESTIC TRADE

7. PAPER IS BING PREPARED ON METHODOLOGY USED IN PREPARATION
OF COMPREHENSIVE MARKET SURVEY FOR USE AT E/C OFFICERS FEB
MEETING IN BERLIN. COPY WILL BE SENT COMMERCIAL OFFICE MOSCOW.
HUMES

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